

A.B. DATA, LTD.

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Postal Regulatory Commission

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January 29, 2020

Chairman Robert G. Taub
Vice Chairman Michael M. Kubayanda
Commissioner Mark Acton
Commissioner Ann C. Fisher
Commissioner Ashley E. Poling

Postal Regulatory Commission
901 New York Avenue, NW, Suite 200
Washington, DC 20268

RE: Docket RM2017-3

Dear Commissioners:

On behalf of A.B. Data, our clients and the non-profit mailing community, I am writing to urge you to reconsider your proposal to increase postage rates several times the rate of inflation. Increases that are estimated to reach 7 percent a year, or 40 percent compounded for five years, will not reform the United States Postal Service and will have a major negative impact on our clients' ability to carry out their mission.

A.B. Data is an omni-channel marketing and transactional print and mail service provider that provides innovative and reliable print, mail and document processing solutions for our clients, many of which are national nonprofit organizations who depend very heavily on direct mail fundraising to raise much needed funds to fulfill their missions. Direct mail allows us to help our clients achieve their goals, and our clients are dependent on our ability to provide mailing services efficiently and cost-effectively.

Today, mail remains a cost-effective channel. If postage increases continue at a rate that is not sustainable, we risk impacting our clients' organizations and their ability to serve our communities and fulfill their mission in a hugely negative way.

A.B. Data, on the behalf of our clients, urges the Postal Regulatory Commission to reconsider your recent proposal (Docket RM2017-3).

Sincerely,

Katherine Versteegh
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